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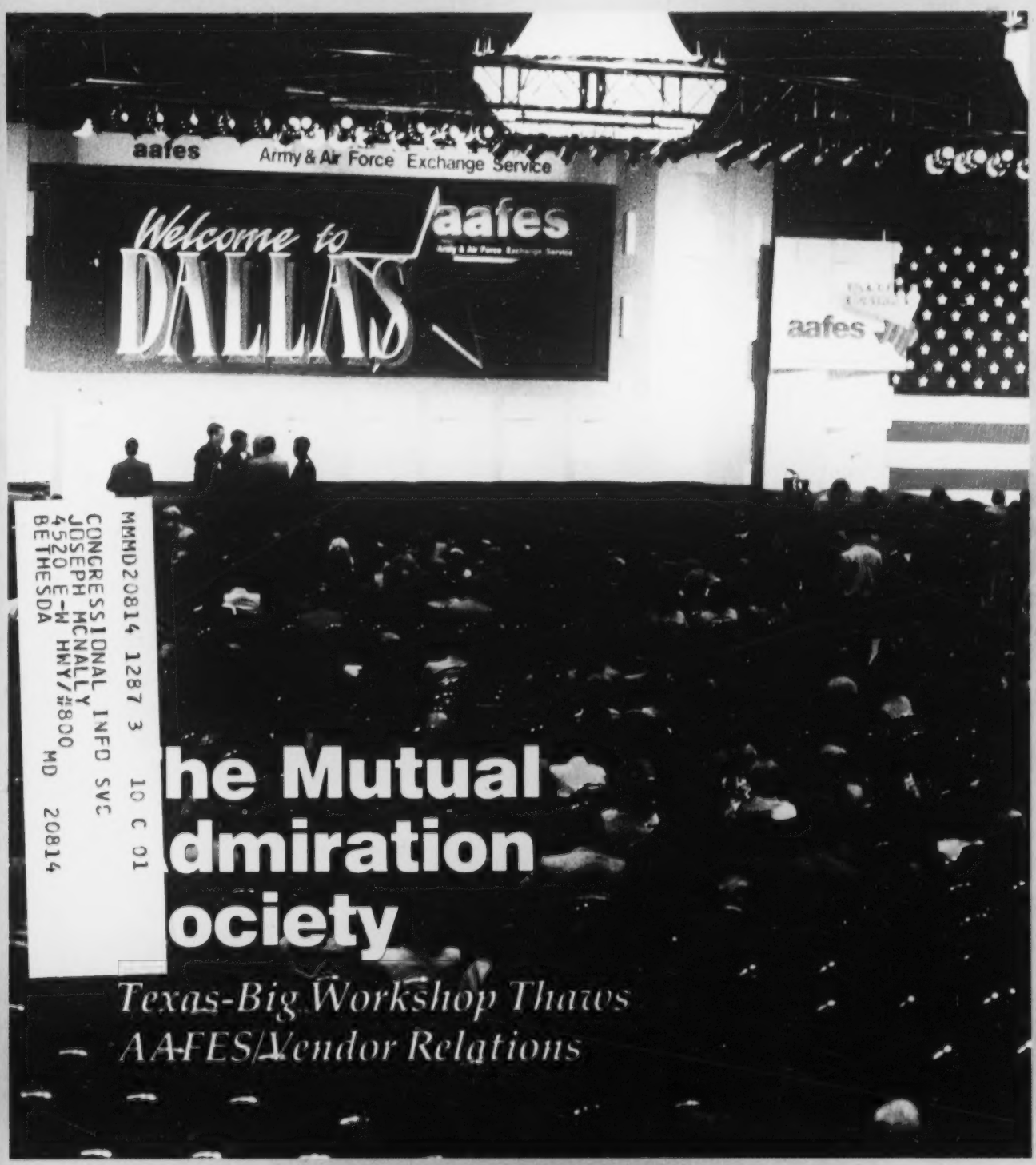

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The Mutual Admiration Society

Texas-Big Workshop Thaws AAFES/Vendor Relations

POWER TO THE STORES:

AFCOMS PROGRAM ENCOURAGES FLEXIBILITY

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serving the military resale system

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COMMISSARIES

		JUNE			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$161,853	$144,889	11.71	$948,789	$925,757	2.49
	OVERSEAS	32,908	27,392	20.14	197,982	176,432	12.21
AIR FORCE	TOTAL	**194,761**	**172,281**	**13.05**	**1,146,749**	**1,102,189**	**4.04**
	CONUS	111,825	104,685	6.82	667,275	647,640	3.03
	OVERSEAS	38,430	34,650	10.91	232,785	211,260	10.19
ARMY	TOTAL	**150,255**	**139,355**	**7.82**	**900,060**	**858,900**	**4.79**
	CONUS	72,582	68,194	6.43	380,808	365,078	4.31
	OVERSEAS	7,911	7,959	-0.60	42,556	40,152	5.99
NAVY	TOTAL	**80,493**	**76,153**	**5.70**	**423,365**	**405,230**	**4.48**
	CONUS	13,081	13,037	0.34	80,878	84,354	-4.12
	OVERSEAS	265	243	9.05	1,622	1,589	2.08
MARINE CORPS	TOTAL	**13,346**	**13,280**	**0.50**	**82,501**	**85,943**	**-4.00**
	CONUS	222	287	-22.65	1,462	1,570	-6.88
	OVERSEAS	229	293	-21.84	1,850	1,785	3.64
COAST GUARD	TOTAL	**451**	**579**	**-22.11**	**3,312**	**3,355**	**-1.28**
	CONUS	$359,563	$331,092	8.60	$2,079,212	$2,024,399	2.71
ALL	OVERSEAS	$79,743	$70,537	13.05	$476,795	$431,218	10.57
COMMISSARIES	TOTAL	**$439,306**	**$401,629**	**9.38**	**$2,556,007**	**$2,455,617**	**4.09**
GROCERY STORES	*U.S.*[1]	*$24.115*	*$22.961*	*5.03*	*$140.548*	*$135.888*	*3.43*

* Figures for Navy commissaries up to March 1986 have been adjusted to reflect previous errors. If you have any questions, please contact Joan Gleoggler at (703) 750-8196 for more information. ** Estimated

EXCHANGES

		JUNE			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$281,329	$251,758	11.75	$1,511,865	$1,415,786	6.79
	OVERSEAS	201,349	167,628	20.12	1,129,985	996,044	13.45
AAFES	TOTAL	**482,678**	**419,386**	**15.09**	**2,641,850**	**2,411,830**	**9.54**
	CONUS[2]	103,135	93,305	10.54	545,087	502,835	8.40
	OVERSEAS[2]	43,195	41,519	4.04	236,321	220,745	7.06
NAVY	TOTAL[2]	**146,330**	**134,824**	**8.53**	**781,408**	**723,580**	**7.99**
	CONUS	30,085	28,332	6.19	170,485	163,474	4.29
	OVERSEAS	5,280	4,977	6.09	29,263	29,029	0.81
MARINE CORPS	TOTAL	**35,366**	**33,309**	**6.18**	**199,748**	**192,503**	**3.76**
	CONUS[3]	7,016	7,159	-2.00	39,206	40,006	-2.00
	OVERSEAS[3]	522	533	-2.06	2,920	2,979	-1.98
COAST GUARD	TOTAL[3]	**7,538**	**7,692**	**-2.00**	**42,126**	**42,985**	**-2.00**
	CONUS[4]	1,336	1,298	2.93	8,760	7,952	10.16
	OVERSEAS[4]	2,883	3,392	-15.01	13,491	20,060	-32.75
MAIL ORDER	TOTAL[4]	**4,219**	**4,690**	**-10.04**	**22,251**	**28,012**	**-20.57**
	CONUS	$422,901	$381,852	10.75	$2,275,403	$2,130,053	6.82
	OVERSEAS	$253,229	$218,049	16.13	$1,411,980	$1,268,857	11.28
ALL EXCHANGES	TOTAL	**$676,130**	**$599,901**	**12.71**	**$3,687,383**	**$3,398,910**	**8.49**
DEPARTMENT STORES	*U.S.*[1]	*$10.882*	*$10.221*	*6.47*	*$59.528*	*$56.242*	*5.84*

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.
NOTE: Distribution of sales by CONUS and overseas is based on definition by respective service and system. Figures do not include sales tax.